

CONNECTING THE DOTS

JOHN CHAMBERS

with Diane Brady

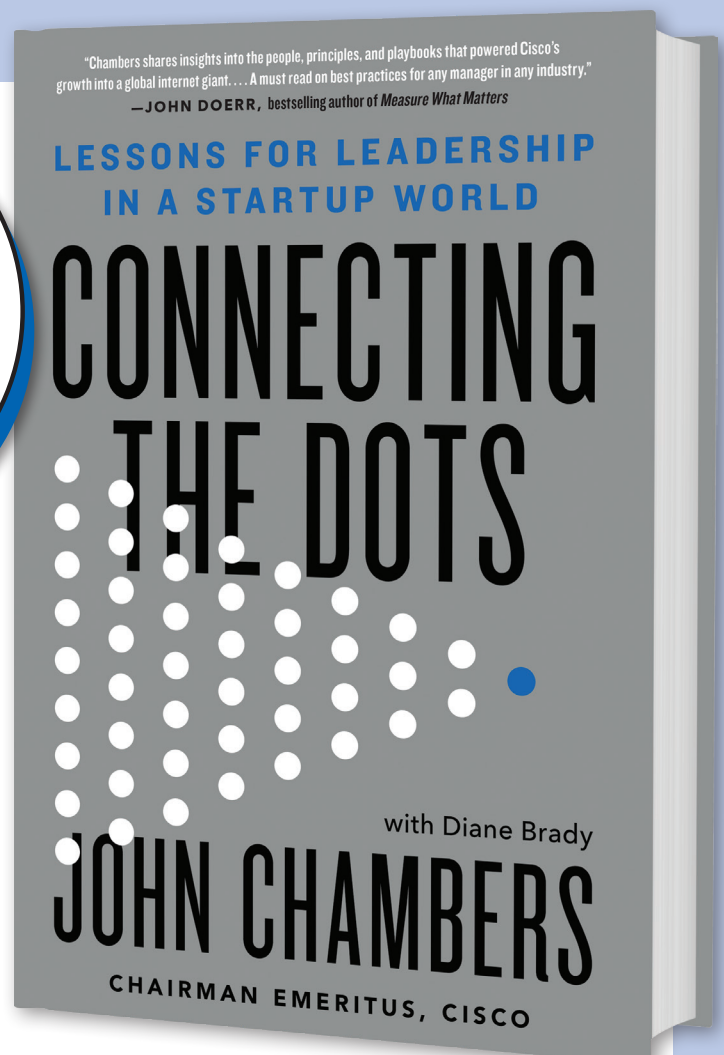
In *Connecting the Dots*, former Chairman and CEO of Cisco, John Chambers, shares his unique strategies for winning in a digital world. From his early lessons and struggles with dyslexia in West Virginia to his bold bets and battles with some of the biggest names in tech, Chambers gives readers a playbook on how to act before the market shifts, tap customers for strategy, partner for growth, build teams, and disrupt themselves.

ABOUT JOHN CHAMBERS

John Chambers, chairman emeritus at Cisco, served as the company's CEO for more than two decades. He has worked closely with government leaders from around the world, serving on committees for two U.S. presidents. He is also the founder and CEO of JC2 Ventures, where he helps disruptive startups to scale and lead market transitions.

ABOUT DIANE BRADY

Diane Brady is an award-winning journalist and consultant who has covered the global business landscape for *Bloomberg Businessweek*, *The Wall Street Journal*, and other media outlets.



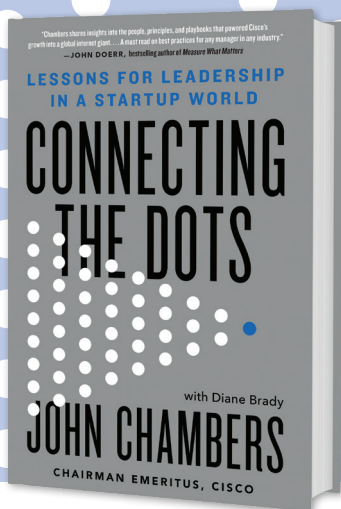
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INDUSTRY PRAISE FOR **CONNECTING THE DOTS**

“Chambers shares insights into the people, principles, and playbooks that powered Cisco’s growth into a global Internet giant.... A must-read on best practices for any manager in any industry.”

—JOHN DOERR, Chairman, Kleiner Perkins and bestselling author of *Measure What Matters*

“John Chambers’ indefatigable spirit, sound judgment, and depth of experience shine through in *Connecting the Dots*.”

—JAMIE DIMON, Chairman and CEO, JPMorgan Chase

“A compelling story of effective leadership through good times and bad, filled with smart lessons about innovation, team building, and managing creativity. An important and relevant read-I highly recommend it.”

—JACK WELCH, founder of the Jack Welch Management Institute, and former CEO of General Electric

MEDIA PRAISE FOR **CONNECTING THE DOTS**

“Explains how Chambers reinvented himself and his company over two decades and shares the leadership strategies that made him one of the last CEOs of a major tech company from his generation to step down.”

—THE WASHINGTON POST

“*Connecting the Dots* is full of tips on everything from setting big goals and beating competitors, to surviving failures.... At the age of 69, Chambers now sees dyslexia as one of his super-powers, forcing him to process information differently and allowing him to see patterns; a trait all business leaders must develop.”

—BUSINESS INSIDER

“*Connecting the Dots* has some sobering words for corporate America and for our government.... Chambers’ most pressing worry [is] that we are no longer the world’s most innovative country.... [*Connecting the Dots*] also passes on plenty of uplifting takeaways for business leaders of companies large and small.”

—FORTUNE.COM

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